



GLASER FARMS

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January 14, 2002

Chairmen Michael Powell
Federal Communications Commission
445 12th St. S.W.
Washington DC 20554

Dear Chairmen Powell:

Many rural Americans do not receive local broadcast signals using an antenna, and are not served by cable. It was not until satellite TV services became available in the mid-1990s that these rural Americans could subscribe to a service similar to those found in urban and suburban parts of the country. The DISH Network and DIRECTV were pioneers in offering these services, and most impressively, their product had more programming options, lower costs, and better customer service than what was available from cable in more populated areas in the country.

Echostar has earned a reputation for innovation and has focused on providing the customers with state-of-the-art equipment, systems, and service. The merger creates the economies of scale necessary to offer competitively priced, high-speed Internet access via satellite to many rural areas, especially businesses and schools, that do not have access to cable modem service or DSL.

I urge you to support this merger between Echostar and Hughes Electronics. The people of Louisiana will benefit greatly from availability of the service that it will provide.

Sincerely,

Ted Glaser
First Vice-President
La. Farm Bureau Federation